THE

MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

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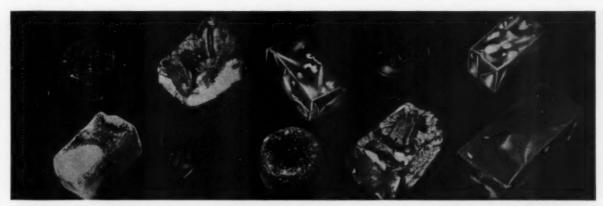
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Eastern Office 71 West 23rd St., New York City, N. Y. Telephone . . . Gramercy 5-5958 The main ingredient in a business paper, to be emphasized at all times, he declared,* is the editorial content. Circulation should be judged solely on the magazine's readership, and circulation gained by reaching out for "secondary" markets will eventually prove to be uneconomical both to the publisher and the advertiser. It is usually better, he said, for a paper to be edited with the view of limiting the circulation rather than expanding it. Such a policy gives an advertiser a selective audience that he can find in no other medium.

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THE MANUFACTURING CONFECTIONER



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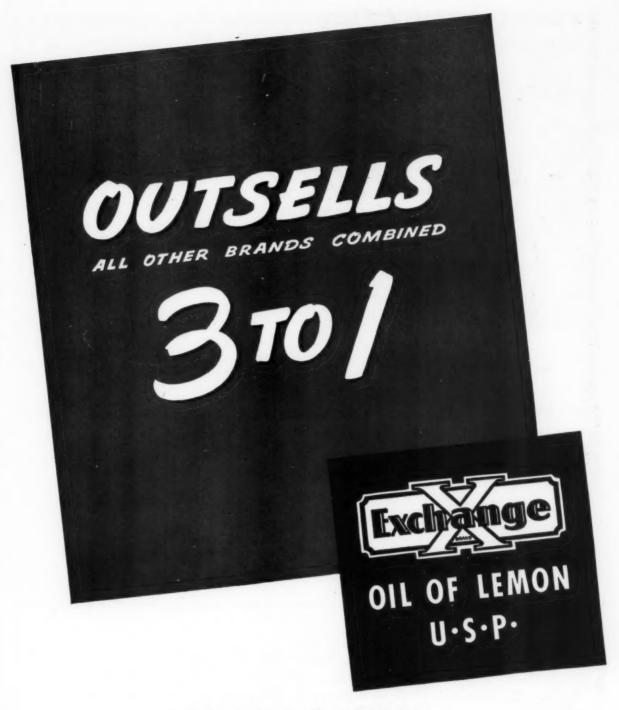
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for December, 1939

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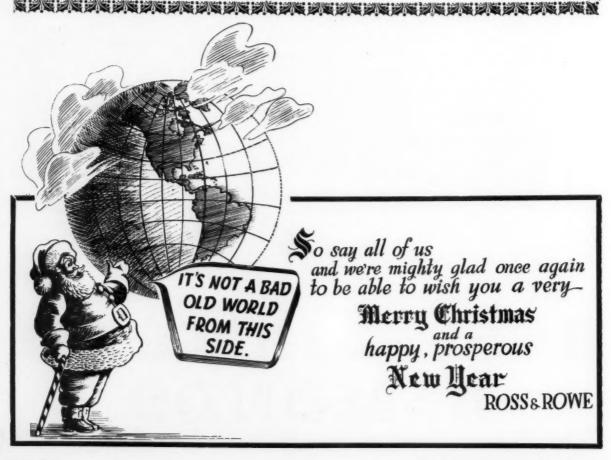
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Sacramento, California

BLUE DIAMOND ALMONDS

The top-quality grade of the growers' own co-operative association

for December, 1939

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THE MANUFACTURING

CONFECTIONER



Future Horizons in

CANDY PRODUCTION

By CONRAD SPOEHR*

Ward Milk Products Division Kraft-Phenix Cheese Corporation, Chicago

PART II

THE prejudice of some of the candymakers is that they have an idea that powdered milk requires so much water to reconstitute it. However, if properly handled only 60% of water and 40% milk is required. The important fact to bear in mind is to add the milk to the water, not the water to the milk. In this way it will become emulsified very quickly.

In the manufacture of a lot of these milks in various forms the chemical laboratories are doing a great deal of work to control the rancidity factor. Some very interesting results have been obtained and when completed we will undoubtedly have some new and better candies made from milk products.

Another important factor in the reconstitution of powdered milk is the desirability of first having a milk which is nearly neutral—in other words, one having a pH of about 6.5, and you may be interested to know that during the time I did this work for the Institute, I did detect a considerable difference in the powdered milks from various parts of the United States.

In other words, where it was a question of producing caramels, it was very desirable to have a milk that was as nearly neutral as possible. In this way, of course, a much smoother, finer caramel was produced. With fudge this was not so important, for as you know, fudge can be a little rougher — or some might call it grainier—than other candy.

From a very fine type of roller milk it was possible to make a very nice and palatable fudge, but the results for caramels were not satisfactory.

As far as homogenization of this reconstruction process is concerned, I believe that we are going to be more and more active along this line, and I think the candy makers will gradually work out a technique which will tell them just what kind of a homogenizer to use. There is no doubt but what a much finer candy product can be made after the milk has been homogenized.

New, Low-Cost Homogenizer

I am just carrying out a series of experiments with a new homogenizer—one which would have a capacity of about 500 gallons an hour, and yet the cost of which would be, comparatively speaking, much less than most of them on the market today.

You may readily agree that the company which I am with has had a great deal of experience in the development of caramels—as a matter of fact, I believe that

^{*} Address made October 4, 1939, at the Candy Making Lecture Course sponsored by the New England Manufacturing Confectioners' Association at Massachusetts Institute of Technology. Portions of the class discussion are incorporated in the version printed herewith.

ANNOUNCING FOR 1940!

In line with our policy of planning a full year ahead in our editorial program, we are happy to announce the following outstanding articles on interesting subjects which will appear exclusively in THE MANUFACTUR-ING CONFECTIONER in 1940:

- A series of 10 technical articles on FLAVOR, COLOR, RAW MATERALS and other CANDY INGREDIENTS, written especially for the readers of THE MANUFACTURING CONFECTIONER by an outstanding confectionery technician. This series will be a valuable contribution to the technical literature of our Industry. Begins in January.
- ★ A series of three articles on "Coverage of Chocolate Coatings" by Dr. Leo Freundlich, chief chemist for the Hooton Chocolate Company. Replete with charts and diagrams illustrating the results of completed research work, Dr. Freundlich's series will discuss particularly the so-called "Bob Test" method of determining cover-ability of chocolate coating. First article in January.
- ★ A series of articles on "Insect Control" for both raw materials and finished goods. Of prime importance to our Industry in view of more stringent investigation of plant, raw materials, and finished candy by the Food-Drug Administration, this series will point the way to more effective control over one of the Industry's more vexing problems. Watch for first article.
- ★ Single articles on the following subjects:
 Refrigeration and Air Conditioning
 Unit Heating
 Mechanical Problems in the Candy Plant
 Packaging and Merchandising
 Point-of-Sale Advertising
 And others

this company to be one of the largest manufacturers of caramels in the United States. A brief picture of our method of handling these caramels may be of interest.

In the first place, instead of bringing the whole fluid milk into the plant where the caramels are cut and wrapped, it has been thought advisable by some of our friends to go to the homestead of the cow. In other words, make up the caramels and cook the caramels near the source of milk supply. This has been done, and we have there today as finely equipped a plant as can be found anywhere, where all these various milks are condensed and reduced into plastic forms.

To get back to the caramel as made in our plant at Kendallville, Ind., it is subject to a new and better method of cooking than was the custom only a year or so ago, for there has been evolved a method of testing the caramels for the proper cook, and we have worked out for our particular needs what we choose to call a "Penetrometer." which is certainly a departure from the old method of trying to cook a caramel with

the old "rule-of-thumb method," which meant taking some of the cooked caramel and chilling it in water, preferably of an even temperature, and letting it go at that. As you know, nearly every man had a different idea as to the proper consistency or cook of the caramel. This penetrometer works on the principle of a needle being suspended and dropped into the mass to be tested. The amount of penetration in a given space of time determines the cook. As you probably are aware, a somewhat similiar method is being used by some manufacturers testing out the melting point of cocoa butter. I have particular reference to that phase where the cocoa butter is being hydrogenated.

After the caramel has been cooked and tested by this method, we pack the warm caramel mass in the waxlined, five-gallon ice cream cartons, in which condition it is then shipped to the packaging plant in Chicago. There the caramel is again put into a warm roomfrom 100 to 120 degrees temperature—and when it comes out of there the covering or packaging is removed and the cones of caramel are put between huge rollers. These rollers are from 10 to 12 feet long and from 18 to 24 inches in diameter. The machine is so constructed that these rolls can be separated at will, so that the small batch of caramels from a length of about 2 feet would have a length of 8 to 10 feet before it is passed on into the wrapping room. This wrapping room is not on the same floor where the caramel is rolled to size, but is on the floor below and is properly air-conditioned. In this room we have two types of packaging—one for the 5c caramel bar and one for the bulk caramel. The caramel mass is fed to the machine and each flavor as it leaves the wrapping machines passes on to the belt in a different groove, and as this belt is filled from the 7 different machines, the caramel can easily be packed into boxes.

One manufacturer in one of the midwestern cities, after he saw the operation in Chicago, decided that his troubles were due to the fact that he did not have a proper wrapping machine, and he said he would mortgage his home in order to get one of these imported machines. I am happy to say, however, that I was able to show him that the machine he has, which is a modern machine built in this country, could do the work perfectly well providing he would air-condition his room. By that I mean proper temperature and the proper humidity, and not try to do as he did—cook and wrap the caramels on the same floor. This is what I meant by an

obsolete method of producing candy.

As to the bar caramels—this of course is handled somewhat differently. We run the caramel mass through large sizing rolls after which the caramel is stripped. The girls then put a piece of waxed cardboard in between the different strips, which are then placed in frames which allow the caramel to be cut again diagonally.

Regardless of whether one would agree as to the custom of cooking the caramels at the base of supply of the milk, there could be no doubt but what the wrapping and packing arrangement is the "very last word." We have found, incidentally, that for caramels the fat content should run from 12 to 16% of total mass, and that for toffees the fat content should run from 16 to 18%. In butterscotch candies it is entirely up to the type of candy one wishes to make. The fat content there can run all the way from 16 to 22%.

Batch of Caramels in Seven Minutes

When I was abroad a couple of years ago, I saw a kettle which very much intrigued me. It had one

arm. The jacket of the kettle came up high on the sides and the arm revolved at high speed . . . so much so that when you put the batch in and started it going, there was a film spread all the way up the side of the kettle about 1/4". You could cook 100 pounds of caramels in about seven minutes. There were no scrapers inside, just one arm which was constructed in such a way that it created a vacuum as it passed the This kettle was burnished bright from the constant agitation of going around and causing that vacuum. The man who built this kettle was one of the greatest potential candy machinery builders that I have ever known. He created a lot of machinery like this and we will have more as soon as conditions change, He had a spinning machine for caramels, for instance, that spins the caramel in long strips before it is fed to the wrapping machine. Someday we shall undoubtedly have this caramel spinning machine over here. If I were manufacturing caramels, I would certainly procure one of those foreign caramel cooking machines which produces a caramel of a fine golden yellow color.

A number of laboratories at this time are working to develop an anti-oxigent; in other words, a product which will retard the oxidation or rancidity of the fats. Different kinds are being tried out now, and there should very soon be a report on this important factor, for the anti-oxigent works entirely different from what is claimed for lecithin.

Already I have experimented with so-called opera creams, chocolate-covered, and where under normal conditions these would go stale within a week, I have detected no rancidity after three weeks. But it is going to take a while longer to finish the experiments along this line.

Now as to fudge candy—I suppose there are as many different ways of making fudge as there are different types of milk, and I would very much dislike to get into a discussion with any candy maker as to what may be the correct method. Shall I say it is like horse racing—simply a difference of opinion?

At the moment I can think of two large manufacturers of fudge—one in Philadelphia, and one in Chicago. They each have developed the manufacture of this article to a high degree of efficiency. The man in Philadelphia has it figured out so closely that he will not even change his corn syrup from one manufacturer to another, regardless of the fact that the chemical analysis might be exactly the same, because in his method he gets exactly the same amount of fudge candy to fit each frame into which the candy is cast, or poured, before being scored.

In Chicago, this manufacturer will not change his source of supply of milk for the same reason, though I find that my friend in the West is a little more elastic as to his acceptance of other products.

I once worked for the man who I understand was one of the inventors of fudge about 30 years ago, Mr. Henry Wenz, right here in Boston. Mr. Wenz was surely one of the finest candy makers this country has produced, and I understand that the first fudge was made from a batch of caramels where the corn syrup had been forgotten. If I am wrong about this I should like to be corrected.

As to toffees-one of my friends in the Middle West

spent \$10,000 on importing two Englishmen, thoroughly familiar with the making of toffees in England. They put up a very creditable plant with 15 or 18 wrapping machines, and this firm, which has a nationwide distribution of products, really "went to town" for the first year in the sale of toffees, but after a while they asked me to come in and tell them why toffees did not "repeat" as they should. At the time I had just returned from a trip abroad, and I was able to point out to this firm that for their particular class of trade toffees were not the most desirable article. They said "Well, what will we do?" I said, "Make caramels." They are today making the caramels practically the same as they made the toffees, except that they have a caramel cook, and they have a very fine business. This is no disparagement of the several eastern firms which make toffees which are based as nearly as possible on the formulae as used abroad. As I see the original English toffee, it was made, and still is made, from the use of different kinds of sugars, some of which we do not have at all in the United States. Too, that there still is a ready market for this article, if properly made, is proved by the fact that those making a superior article are doing a fine business.

I don't know of anyone in the wholesale or big production brackets who is making a great deal of butterscotch. The Reed Candy Company in Chicago are the largest manufacturers of butterscotch products in the country. That is really all they make, and they have not changed their formula from "way back when," for I remember as a boy that I saw Mr. Eugene Reed making his butter-scotch patties the way the high-class retailers make them, using real dairy butter and no skimping. I must repeat, however, that when the control of rancidity has been perfected, there should be an opportunity to sell more butterscotch candy than ever before.

A few observations I made abroad might be of interest to you. Some of these thoughts may not be new, but I will mention them anyway. Most of the high-class and high-priced chocolates are made with liquors, and through a special process which they have developed they are able to control and prevent the volatilization of these fine liquors before they are cast into the moulds. Secondly, I dare say that the greatest amount in tonnage of chocolate is sold in mold form, or, if you will, in the hollow filled form. There are several machines which do this work, a couple of English machines and two or three German machines. As you know, they make the Sky Bar-made by New England Confectionery-and Pippin-made by Bunte Bros. of Chicago-type of candies. The important thing to remember in connection with this molded type of candy is the great importance of selecting the right molds.

All over continental Europe marzipan, or almondpaste candies are still very popular, although as you know they have never taken hold in this country. Another article which seems to sell very well in most of the European countries are the jujubes, or candies made with gum arabic, although there are firms in this country making some candies which to all intents and practical purposes look just like the jujubes, but it would seem to me taste much more pleasant than the foreign product, and which I think should have a great future.

e y e st ls

SKIMMED CONDENSED MILK

Last of the Analytical Studies of Candy Raw Materials

By K. E. LANGWILL

KIMMED condensed milk finds extensive use in confectionery production as well as in the baking industry. In its manufacture, many of the same problems are encountered as when making sweetened condensed whole milk. Sandiness, due to lactose crystals, may be overcome by carefully controlled cooling periods and vigorous agitation. If the milk is to be sold immediately or stored at low temperatures, an increase in the temperature of the pre-heating period will give the product body. Too much body, however, is not desirable because the milk has a tendency to thicken on aging, especially if kept in a warm place.

especially if kept in a warm place.

A problem which is specifically identified with skimmed condensed milk is foaming in the vacuum pan. To prevent the charge from being sucked into the condenser, less vacuum must be employed which in turn lengthens evaporation time. On account of this excess foaming which apparently is overcome by the presence of fat in whole milk, the required lessening of the vacuum also increases the temperature at which the skimmed milk boils. Now, two things that are of major importance in condensing milk in order that we may retain color and flavor are rapidity of evaporation and maintenance of a low temperature. Manipulation of the vacuum pan is, therefore, of utmost importance.

Varieties

While government standards call for only 24% of non-fat-milk solids in sweetened condensed skimmed milk, the samples examined contained more than this amount. Some authorities feel that a better product is obtained if the ratio of milk solids to sugar is roughly 1:1.6. The two samples which were analyzed gave the following results:

	No. 1	No. 2
Lactose	15.82%	15.28%
Protein	10.65	10.51
Fat	0.25	0.22
Ash	2.43	2.35
Total Milk Solids	29.15	28.36
Sucrose	41.86	43.02
Moisture	29.13	28.67
	100.14	100.05

It is believed that these two samples came from the same supply house but were obtained from two different sources on two different days and so represent two different runs. When an attempt is made to reduce moisture in the product to 20%, a custard-like mass results which is undesirable. To overcome this difficulty fat other than butter fat is sometimes added along with varying quantities of corn syrup. Obviously these finished products cannot be sold as straight sweetened condensed skimmed milk but are marketed under various trade names. Three samples of such milk were obtained and the anlytical results are given below:

	No. 1	No. 2	No. 3
Moisture	19.83%	20.26%	19.74%
R.S.B.I. calculated as	,	,	
lactose	27.26	23.22	26.46
R.S.B.I. calculated as			
invert	18.24	15.32	17.56
Sucrose	26.37	32.87	27.09
Protein	12.38	6.72	13.21
Ash	2.89	1.75	2.92
Fat	7.12	5.32	7.83
Refractive index of			
fat at 40°C	1.4528	1.4594	1.4440 (60°C)
Iodine number of fat		48.7	3.3
Water insoluble	0.48	4.6	_
Polarization of N/2 invert sol. at			
87°C	-21.8°V.	+26.8°V.	+18.2°V.

From these figures various deductions can be made. The fat in samples No. 1 and No. 3 was proved quite conclusively to be coconut oil. While the refractive index of No. 1 was slightly higher than that given in the chemical handbook for coconut oil at 40°C., this discrepancy may be accounted for either by having a fractional percentage of butter fat left in the milk, which is often the case, or by slight hydrogenation of the oil. The esterification test, however, was positive for coconut oil. In sample No. 3 the refractive index was observed at 60° due to the high melting point of the fat. Again, this was slightly higher than the figure recorded for coconut oil at 60° by Jamieson in his book on vegetable oils. The low iodine number of 3.3 proved that the oil had been partially hydrogenated. The esterificiation test for coconut oil was positive as well.

In sample No. 2 we have a fat which was not positively identified. However, knowledge of certain of its characteristics were gained through the constants determined. The refractive index was higher than that for dairy butter (1.455-1.4578) and the fat remained liquid at room temperature. The iodine number indi-

cated that the fat was composed of more unsaturated fatty acids than butter which has an iodine number of 26-28.

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In the calculation of the percentage of corn syrup present in the samples, the assumption has been made that the ratio of lactose to protein in milk is 4.7:3.3. In other words, if the protein is multiplied by 4.7 and divided by 3.3, the resulting figure represents the percentage of lactose which would be found in a sample of milk containing that much protein. This amount of lactose is then subtracted from the reducing sugars before inversion calculated as lactose and the difference is converted into an equivalent percentage of dextrose. Such an assumption is reasonably correct if little or no invert sugar is present and if dextrose has not been added as such. This figure divided by 36, the average percentage of dextrose to be found in corn syrup, and multiplied by 100 gives the percentage of 43°Be corn syrup.

The amount of corn syrup may also be calculated from the polarization of a half normal inverted solution at The percentage of lactose corresponding to the protein determined in the sample must be taken into consideration since it has an effect on the rotation of polarized light at 87°C as well as the dextrin and dextrose of the corn syrup. The polarization of sample No. 1 of the standard sweetened skimmed condensed milk previously reported was determined at 87°C and from this figure the factor 3.1 (15.8, percentage of lactose, divided by 5.1, polarization of half normal inverted solution at 87°C) was arrived at. When the percentage of lactose, equivalent to the protein in the sample, is divided by this factor, the result indicates the probable degrees of rotation that are due to lactose. This figure subtracted from the original reading obtained at 87°C, assuming no dextrose to have been added as such, gives the rotation due to the corn syrup alone. Now it is possible to divide by the factor 0.844 (84.4 being the polarization of an N/2 invert solution of corn syrup at 87°C) and obtain the percentage of corn syrup in the sample.

The values obtained from this figure are consistently higher than those based on the dextrose determination where the factor 0.36 is employed. It must always be borne in mind that 36% is an average figure for the amount of dextrose in corn syrup. Therefore, it is easily conceivable that the percentage might fall below this average, in which case we have an increase in dextrin. Since dextrin has a specific rotation of almost four times that of dextrose, there would be a tendency to obtain a higher percentage of corn syrup when calculating from the polarization of the half normal inverted solution at 87°C. It can be seen from this that any value reported must of necessity be based upon a definite assumption as to the type of corn syrup used which will always be an average.

Calculating the corn syrup by both the foregoing methods, the following results were obtained:

	No. 1	No. 2	No. 3
Dextrose method	17.39%	24.65% 25.71	13.81%

Taking the average of these figures to the nearest whole number, we have assumed that sample No. 1 contained 18%, No. 2, 25% and No. 3, 14% of 43°Be corn syrup with a moisture content of 18%.

All the samples of milk were tested for the presence of starch but only No. 2 gave a positive reaction. For this reason the cold water insoluble was determined and sample No. 1 was run at the same time as a blank. Results show that sample No. 2 contained approximately four pounds of raw starch per hundred.

Evaluation

Taking all of the foregoing data and calculations based upon such data into consideration, the following approximate compositions of the milk samples have been set up.

	No. 1	No. 2	No. 3
Protein	12.38%	6.72%	13.21%
Ash	2.89	1.75	2.92
Lactose	17.39	9.61	18.81
Total Milk Solids	32.66	18.08	34.94
Fat	7.12	5.32	7.83
Moisture	19.83	20.26	19.74
Sucrose	26.37	32.87	27.09
Corn syrup (dry basis)	14.76	20.62	11.50
Starch		4.00	_
	100.74	101.15	101.10
	100.74	101.15	101.10

Close examination of these results indicates that as a source of milk solids No. 3 is the best, No. 1 is next and No. 2 last. Sample No. 2 carries less non-fat-milk solids than is permitted by federal standards for sweetened skimmed condensed milk and on an equal price basis would be the poorest buy. No doubt the starch aids in giving body to the finished milk product but it would not give the same results in a candy batch as would sample No. 3.

It is essential that the percentage of milk-solids—not—fat be known in these milk products in order that the confectioner can make adjustments in his formulae. Still another fact is encountered which is of great significance. The corn syrup-sugar ratio in all confections which utilize appreciable quantities of milk solids is generally fixed between narrow limits. It is customary to make the necessary adjustments by allowing for the sugar (sucrose) present. If corn syrup or dextrose is used to replace it, the confectioner must know to what extent this replacement has been made. With variations as great as 35 to 18% in milk solids and 11.5 to 20.6% in corn syrup solids, comparable results will not be obtainable when these products are interchanged.

NEW ENGLAND ASSOCIATION PUBLICIZES CANDY

The Boston Transcript of December 5, carried a full page of articles and advertising featuring the Candy Industry in and about Boston. The principal article, written by a staff writer, traced the history of candy making in the Boston area. Walter Belcher, managing director of the New England Manufacturing Confectioners Association, filled the No. 2 spot on the page with his story on the food value of candy. Harry R. Chapman, president of the N.C.A., was also a featured writer with his story on the universal appeal which candy holds for all persons regardless of station, occupation or race. Featured in the center, top position on the page was a large cut showing a scene in the packing room of the Schraft factory.



THE Manufacturing RETAILER



"CHRISTMAS SPIRIT"

IN THE RETAIL SHOP

By GEORGE A. EDDINGTON

A S I look at retail manufacturer's shops in and around Chicago these days, I am struck by the fact, and this fact seems to become more apparent with each new store I see, that a good deal of the old fashioned "spirit of Christmas" is lacking in the displays and in the attitude of the store toward its customers. I note, too, another trend which, if it continues, will cause considerable disturbance in the market which, heretofore, the retail manufacturer has considered distinctly his own. This latter disturbing element is the influx into the cities, for a few months before the better candy-selling holidays, of any number of people who set up small, distinctly "home type" candy making facilities and peddle their output directly to the customers living in apartment buildings, etc.

I don't know whether other cities have experienced any difficulty from these so-called "gypsy" candy makers, but in Chicago, at least, each year seems to bring more and more of this type of kitchen merchants, who make small batches of some favorite candy in their own household and then put on door-to-door selling campaigns to get rid of the stuff. No doubt, some of this may be very good candy, but on the other hand, the customer who buys has no assurance whatever as to the purity and quality of the ingredients or the sanitary conditions under which such candy is produced. That this is a very unfair type of competition to the retail manufacturer goes without saying, for the latter is responsible to state, city and Federal authorities, not only as to the raw materials he uses and the conditions under which the candy is produced, but for the wages he pays his employees, as well. At the present time, however, there seems to be no way in which these two or threemonth candy merchants may be prosecuted.

In the first paragraph I alluded to the fact that there seems to be a real lack of the true spirit of Christmas in our retail shops today. One thought seems to be dominating our retail shops these days: Get the money. There seems to be no time at all for really dressing up

our stores, designing attractive and "Christmas-y" displays for counters and windows, or creating assortments which convey the impression of care and extra effort put into them for this particular season. Everybody seems to be concentrating on giving bigger boxes for less money and the assortments I have seen so far show little or nothing of the forethought and careful planning which characterized the retail manufacturer's Christmas package in the old days. Many of the assortments I have seen carry a distinct "odds and ends" impression, as though they had been tossed together in great haste merely to get those extra dollars. The boxes they are in have no trimming to speak of, no ribbon or bows, nothing at all to indicate that here is something special.

Time was when the retail shop made a point of offering to pack boxes specially for customers out of the wide array of candies on display in the show cases. Today I find that the sales people would much rather sell you a box that has been all packed and wrapped back in the shop than pack one up for you from candies you your self select from the displays.

I believe the fault for this is to be found in the management, rather than in the salespeople. First of all, you must have your store equipped properly to give this "select your own" type of service. The back counters must be well arranged and adequate to carry a complete stock of the goods on display. Then, there must be near the main selling counter a complete packing table where the boxes can be wrapped, bound with ribbon and adorned with fancy bows, and where all the odds and ends required for fancy packing may be kept in order for ready use. To give this "select your own" service, you must make it an easy matter to package and fancywrap the boxes without taking too much of the customer's time. You must also train your salespeople so that this extra wrapping service operates smoothly. Nothing is so discouraging to a customer as to have a girl struggle for 15 minutes to get a decent-looking ribbon-tie around the box, or a fancy bow.

In most stores today I see very little candy designed especially to attract children. I believe this is a mistake.

(Turn to page 29, please)

Exquisite Candy Shop for New York



Architect's Conception of the Interior of the Exclusive Candy Shop Recently Opened by Altman & Kuhne on the Ground Floor of the Hotel Gotham, New York.

HAT may easily prove to be the most exclusive retail candy shop in New York was opened in the Gotham hotel building on December 11, by the firm of Altman & Kuhne, Confectioners. This is the same firm which, under the name of Altmann & Kohne, operated a number of high-class retail candy stores in Vienna, Austria which catered to the very best trade in that cosmopolitan city and as a result, became world-famous. Many Americans are familiar with their Viennese shops in which were featured quality candies packed in specially designed boxes.

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In June of this year, Mr. Emil Altmann, one of the Viennese partners, came to this country and organized the Altman Candy Company and established a retail shop at 512 Seventh Avenue, New York. He was joined in New York a little later in the year by his former partner, Mr. Ernst Kuhne, and together they formed the

nership. Formal invitations were issued to many of the firm's friends and customers for the Candy Party held in connection with the formal opening of the Confiserie Speciale.

The store itself is entirely different in design and layout from anything of its kind in America today. Some conception of the interior may be gained from the architect's design prominently illustrated herewith. There are no show cases. The candies are displayed in glasstopped, modernistically-designed, round tables and in

firm of Altman & Kuhne, Confectioners. The shop in

the Gotham building is their first under the new part-

niches in the wall.

The glass-topped tables have drawers underneath where the stock is kept. All orders from customers are filled from these drawers so that the displays themselves need never be touched or dis-arrayed. Candy so selected is then taken to the back of the shop where it is wrapped at a special counter. One wall of the shop is white and the opposite wall is walnut finished wood. Hidden light fixtures in the ceiling and walls give the entire shop a bright appearance through indirect projection. Flooring is black. Other predominant coloring is gold with turquoise trim.

At the rear of the shop is a sweeping circular staircase which leads to the executive offices.

In addition to their line of fine candies, Altman & Kuhne will feature also a line of fine cookies. In candy displays, one central merchandising idea is incorporated in each set-up. As an illustration, one window shows an oversized invitation card for a house party, a top hat and a pair of white kid gloves, suggesting that one take a box of Altman & Kuhne candy to one's hostess as a courtesy and a token of esteem. Types of candy suitable for this purpose are displayed in this window. By thus concentrating on a single theme, the window displays achieve a definite character which leave a lasting impression with the potential customer.



Interior of one of the Exclusive Candy Stores Operated in Vienna.

Austria, by Alimann & Kohne, the same firm which, as Aliman & Kuhne, is Opening a Number of Shops in New York.

REVIEW OF 1939 CONFECTIONS

As the Candy Clinic Sees Confectionery Trends

By ERIC LEHMAN

Monthly Clinic Superintendent of THE MANUFACTURING CONFECTIONER

Holiday Packages

We were very disappointed in the quality of holiday packages this last year. We could not pick out one as the best, as none were up to standard. The boxes were neat, attractive and right up to the minute for the Holiday Season, packing was good in most cases but the coatings and centers were of the cheapest kind. Quality is forgotten entirely, regardless of price. We are surprised at some of the manufacturers who put these boxes on the market, they certainly do not expect any return business.

We know of a few houses that put out the same quality of candies during the Holiday Season as they do the balance of the year and they enjoy a large tonnage of Holiday business in this class of candies. Of course, we know many of these Holiday boxes are "turned out" at a price and we also know that very little, if any, profit is made by the manufacturer.

Hard Candies

The same can be said about hard candies retailing from 49c for a five pound tin or in a box, or selling five pounds of different one pound boxes of chocolates, jellies, hard candies, etc. for one dollar. Why be surprised when you hear about "so and so" going out of business, and we all know the large number of candy companies that have gone out of business for the above reason?

The low-priced novelty packages are growing each year. We find many outstanding novelties at five, ten and fifteen cents. Candy is of good quality and the container or packaging is new and different.

This novelty business is worthwhile looking into for all holidays.

Salted Nuts

Salted nuts are making a "come back". We find that they are being sold in most all drug stores, candy stores and small retail cigar stores, mostly in bulk. We hear that the cracker companies are selling more five and ten cent packages of crackers; we notice these packages in many places where bars, etc., are sold. If we are not careful, the salted nut and cracker business is going to make the candy manufacturers sit up and take notice. The cracker packages, no doubt, have replaced some bar business in railroad depots and stores that sell the school children.

Chewy Candies

There has been a decided improvement in the five cent packages of chewy candies, both in quality and packaging. The manufacturers realize more profit from these small packages than from bars and packets. Review of the different classes of confectionery examined by the Candy Clinic during the past year, and featured exclusively in this publication.

Caramels

Caramels have also improved in quality, but we find hardly any five or ten cent packages, mostly packed in one half and one pound boxes, also a few cellulose bags. Caramels are one of our oldest candies and are still good sellers if made right.

Chocolate Assortments

It is surprising to find the quality we do in the chocolates priced below one dollar. The fifty cent packages of forty and fifty count pieces are outstanding with a few exceptions. Miniatures from fifty-nine to sixty-nine cents are the big sellers today. We wonder how it is possible for a manufacturer to make a living profit on some of these boxes.

The one dollar box seems to be forgotton, the consumer is buying the fifty and sixty cent large pieces and miniature chocolates at sixty-nine cents. one dollar and one dollar and a half chocolates and find the quality not as good as in the sixty-nine cent miniatures, also smaller assortments and cheap centers. Of course, the box and packaging are outstanding in the one dollar and one dollar and a half boxes. The boxes used for the fifty and sixty cent large pieces, also the miniatures, are neat and attractive but cheap. The consumer wants good candy and not fancy boxes. We could go on for hours telling you about the cheap centers used in dollar boxes, tough or grained caramels, tough, dirty-looking creams, jap jellies like rubber, marshmallows also like rubber, or with thick crust, chocolate caramels that taste like scrap, etc., etc. Why not buy a box of your chocolates on the open market, try to get one three to five months old, cut it open and find out why your centers do not "stand up," or why your chocolates have bloomed or partly bloomed? Then you will realize what the consumer has to put up with, also we of the Clinic (Ahem!) when we try to make an honest analysis of your products.

Easter Candies and Moulded Goods

The Cream eggs, we noticed this year, are slowly "giving ground" to novelties and chocolate moulded pieces. The chain stores displayed large numbers of nov-

elties and moulded pieces from one cent to twenty-five cents, some packed in boxes, crates and baskets, also in cellulose bags. We also noticed that our old friend jelly beans or eggs are slowly passing out, very few were on display, a few cellulose bags here and there were on the counters. We often wonder what has become of all the Pans that were around the country fifteen or twenty years ago.

Gums, Jellies and Marshmallows

The gums and jellies have improved in texture, colors and packaging, but the flavors are still not up to standard. In speaking to a candy maker (who was with a large gum and jelly house) about flavors, he said that you must use strong flavors or none of the flavor will stay in the batch when it is cold. I do not agree with this. I have made cheap and high grade jellies and gums of all kinds and always used a good true oil or emulsion. This type of candies will hold good flavors if the right kinds are used.

Marshmallows are coming to the front again. We find some good-eating marshmallows and marshmallow bars on the market. Some years ago, marshmallows were very popular. Then every Tom, Dick & Harry made marshmallows and killed the marshmallow business. A well-made and flavored marshmallow is still a good eating piece of candy. A good business can be built up if the quality and packaging are carefully watched so that the marshmallows arrive in the consumer's hands in good condition.

Summer Candies and Fudge

Packages of Summer Candies were displayed more so than in previous years and were good sellers. A package of this kind replaces chocolates during the hot weather. In putting out a Summer package it is best to pick out the pieces you know will stand the heat and then wrap them in moisture proof cellulose or wax paper. Then you can be sure that your candy will arrive in the consumer's hands in good condition. Regardless, of how good your candy may be, it has to be packed so that it will arrive in good condition.

Well, we can not say much for fudge. This is a most abused piece. Everybody makes fudge but few know how to make a good piece of fudge that will "stand up". No use of trying to make fudge unless you are going to use some real salt butter or cream; coconut butter or oil will not make a good fudge. The same can be said about chocolate fudge. We have found that in using a good liquor chocolate instead of cocoa, our fudge will have a better flavor and "stand up" longer. Trying to make fudge from scrap is another way of making a "poor" piece of fudge.

Bar Goods

As the saying goes, "Bigger and Better Bars" for less money. Well, in some cases this is true. We find some of the large bars are better in quality then the small ones. We also hear of all kinds of prices for bars; also free goods. We did not see any new bars during the year but some of the old bars have improved in quality; also a number of houses have improved their wrappers.

It is very noticeable on many large bar stands that the chocolate coated bars are put in the rear part of the stand or counter and all small round or square five cent hard candy packages are right out in front. Do not pass up these small one and one-quarter ounce five cent packages of hard candies. The profit is better than chocolate coated bars, and they can be produced far cheaper with less floor space and machinery.

The light nougat bar, coconut, peanut caramel and fudge bars are still the large sellers on most all stands.

Of course, the solid milk chocolate and almond bars are holding their own.

Small Packages

We do not see as many small packages displayed as there were a year ago. We find some new novelty packages priced from ten cents to twenty cents, but this type of package will not last, as a rule. The most popular sellers in the small package line are the four or five ounce, twenty-five cent packages of miniature chocolates. Hard candy pops are good sellers from fifteen cents to twenty-five cents. Hard candy in jars is being displayed in most retail stores and these are good sellers during the Summer months.

Cordial Cherries and 1c Pieces

Very few so-called cordial cherries are cordial cherries. We find mostly all are cherries and cream. These cherries are made in starch and we find lumps of starch sticking to the cherry. Very few contain any flavor. Cherries are tasteless in most pieces and the cream is not flavored. We found some of the one and two cherries for one cent superior to the package cherries. The coatings used are of the cheapest kind in all pieces.

To make a good cordial cherry, soak cherries a few days in a good cherry syrup, use an eighty-twenty fondant and flavor with a good oil of cherry (not bitter almond). A small amount of acid or invertase to cordial the cream will improve the eating qualities.

Milk chocolate coating is popular on cherries and cream, we also find some cherries coated with a good dark coating.

One cent pieces are outstanding with a few exceptions. The quality has improved also the wrappers and in some cases, folding boxes. It is surprising to find the quality we do in one cent pieces. Candy is well made, good eating and neatly wrapped or packed.

Licorice candies are becoming very popular in this price class and we may say that the quality has been improved. A few years ago, licorice penny pieces were made of the cheapest kind of raw materials and mostly all were flavored with anise. The past year, we found many pieces that contained real licorice. There is a large variety of penny pieces on the market and with a few exceptions we find them good eating candies.

The Candy Clinic at all times tries to be fair in all analyses of candy regardless of price or who the manufacturer may be. We of the Clinic receive and purchase for examination samples of candy in all kinds of retail outlets. Your product may not have been reported to your satisfaction, but bear in mind, many retail outlets know little or nothing about the storage conditions of candy. Also, these same outlets may be "loaded up" with a deal that contains free goods, extra discounts, etc. In some cases this deal may last a long time, causing your products to become stale. We examine these samples as we find them, the same as if the consumer were the purchaser. After all, it is the consumer who buys and eats your products. Mr. Consumer expects a perfect package, bar or even penny piece, regardless of the place where he purchases it, a shoe shine parlor or a high-grade retail

All the Clinic can recommend is: Make your products good, be sure the wrapper or box is the best that can be made to keep your products in best condition.

To my many friends and readers, I wish to extend my wishes for a busy and profitable New Year.

> Yours For Better Candy, Eric Lehman



Gum Nuisance

M AYOR LaGuardia of New York has embarked upon a campaign to educate the public to stop throwing its chewing gum on the sidewalks of New York, or sticking it to the bottoms of chairs, seats, etc., in public places. It is reported that subway stations and trains have been particularly bad spots for discarded gum, and the mayor states that it costs the city literally hundreds of thousands of dollars a year to scrape up discarded gum from public places.

The first step in the mayor's drive against the promiscuous disposal of gum was a letter he addressed to principal gum manufacturers asking their cooperation in his campaign to educate the public to be more careful with that old wad of gum. His second step was to suggest that gum manufacturers use a catchy slogan in their advertising which would gain public support for a more dainty and less annoying disposal of chewedout gum.

It is reported that the gum industry has rallied behind the mayor and definite committments have been made by several companies as to the extent of their cooperation. Offhand, it seems strange that the gum industry itself has never undertaken such an educational campaign on its own initiative. However, now that the problem has been posed, the gum manufacturers are showing a fine spirit of sympathetic cooperation, and they are to be commended for their attitude. Just as a drunk is a bad advertisement for the liquor business, so a misplaced wad of gum is bad advertising for the gum industry. The liquor industry some time ago undertook the job of educating the public away from public drunkenness. General cooperation in a campaign to rid the American scene of the discarded gum nuisance will go a long way toward building goodwill and better public acceptance for the products of the gum manufacturers. An industry need never fear public ill will if it is willing to help eradicate a nuisance or solve a dangerous problem resulting from the product it produces and

Industry and Research

A SURVEY made recently at the Exposition of the Chemical Industries in New York showed that 42 typical concerns employed a total of 1,350 research workers, spending an average of \$5,500 per man per year for compensation and operating expenses. Lowest annual outlay for research in the group was \$2,000, and the highest was \$2,000,000. Some thirteen companies reported budgets for research aggregating over \$6,000,000 annually for a period of years. The survey

also brought out that industry is so eager for new processes that discoveries of the chemists have often been put into use before their full possibilities have been determined.

Thus is brought out again that process development and engineering have an important place with pure research in industrial development, since economical manufacture is necessary for marketing of new products. This has stimulated development of numerous accelerated processes, automatic dispensing and packaging equipment, and new handling machinery.

In our own industry we have seen, time and again, how the dove-tailing of pure research into processes and engineering have brought about better and more economical ways of doing things. And that development continues. Development of a standard test for measuring the viscosity of chocolate coatings is being worked on by various experts. Some of the work along this line will be reported in our January issue, when the first of a series of articles dealing with the so-called "bob test" for cover-ability of chocolate coatings will be presented. Research along the lines of work sim-plification can be conducted in every factory where many of the important steps in candy making are still manual operations. In general, a more tolerant attitude toward scientific study of materials and methods will, as in the past, assist the Industry as a whole and the individual manufacturer in producing better goods at

An industry grows in proportion to the progress it makes in bringing better goods to the public at lower cost. Nothing has yet displaced research as the most effective tool for improving quality and making more efficient the means for producing goods.

Christmas and Candy

YEAR ago the magazine Sales Management reported that as a result of a survey conducted among 2,000 adults in Philadelphia, St. Louis and San Francisco, it was found that there was only one chance out of a thousand that a box of candy would be pleasing as a Christmas gift. This year, the same survey was made among the same number of adults in the same cities and by the same survey organization. The results show that this year six out of every thousand persons interviewed would find a box of candy pleasing as a Christmas gift. Some improvement, at any rate, but the results indicate a still very great need for more powerful merchandising of candy, especially box assortments, as Christmas gift merchandise. Yet, we'll wager a good hat that candy will be in the homes of 90 per cent of the families where Christmas is celebrated.

Standard



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for

CONFECTIONERS

WIRE OR WRITE FOR SAMPLES AND FORMULAS



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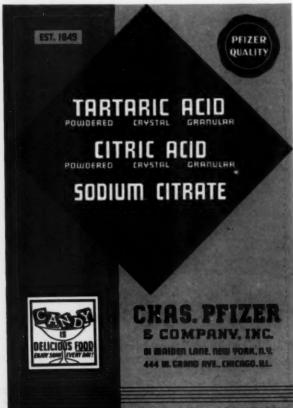
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IMMEDIATE DELIVERY FROM WAREHOUSE IN NEW YORK, CHICAGO, SAN FRANCISCO

for December, 1939

page 25





SUPPLY FIELD NEWS

Edward G. Kohnstamm, chairman of the Board of H. Kohnstamm & Co., Inc., died recently while on a visit to Los Angeles, Cal. He was 82 years old. He joined the company in 1872 as an office boy, although his father was one of the founders. Sixteen years later he was made a member of the board of directors. In 1922, Mr. Kohnstamm was elected president of the company, which is one of the oldest chemical firms in the country. He held the office of president until January of this year, when he became chairman of the board and Lothair S. Kohnstamm was made president.

President F. H. Leonhardt and Dr. E. S. Guenther, chief of research for Fritzsche Brothers, Inc., New York, recently completed a 12,000 mile trip, mostly by air, which took them to the southern states, Mexico and the Pacific Coast to investigate the production of citrus oils.

Commodity Research Bureau, Inc., has published a booklet entitled "Sugar Annual—1939" which contains a large variety of information on sugar in text, tabular and chart form. One of the conclusions drawn in the publication is that sugar quotas will most likely be reinstated for 1940 and a new treaty with Cuba negotiated which would reduce the duty against sugar from that island and thereby alleviate the serious situation there.

Ward Milk Products division of the Krafft-Phenix Cheese Corp., Chicago, recently announced a new evaporated buttermilk produced from sweet cream. It is designed especially for candy making requirements and comes in 8½ pound tins. It is said to be especially well suited for fudges, butter creams, fondants, etc. Recipes incorporating this new product are available.

The 22nd Annual Convention of the National Paper Box Manufacturers Association will be held at the Coronado hotel, St. Louis, Mo., May 19 to 22, 1940. Annual meetings of the Western division of the association and of the National Paper Box Supplies Association will be held at the same time and place.

A new 1940 "Handbook of Informative Labeling" is being distributed by McLaurin-Jones Co., Brookfield, Mass. It is a revised and enlarged edition of the same book published and distributed by the company earlier this year and contains information relative to labeling under the new Food and Drug Act.

Exact Weight Scale Co., Columbus, Ohio, recently announced a new scale designed especially for use in weighing out candy. It is attractively designed and incorporates many features which will appeal both to the candy seller as well as to his customer.

Sixth International Heating and Ventilating Exposition—the air conditioning exposition—will be held at Lakeside Hall, Cleveland, Ohio, January 22 to 26, 1940.

Fibre Cord Company, Inc., New York, is introducing a new dispensing unit for its two-tone ribbon to help dealer sales. Each spool of one-fourth inch two-tone ribbon is now packed in its own dust proof dispenser, which is equipped with an efficient cutting device. The unit can be attached to counter or wall.

Acme Staple Co., Camden, New Jersey, recently published a new catalog folder on the subject of attaching articles of merchandise to display cards. In many respects, this folder is the most complete and up-to-date treatise on the subject of carding available today.

CONFECTIONERS' BRIEFS

Strodel Heads Cherry Specialty

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C. F. Strodel, formerly connected with the Container Corporation of America. Brunswick. Balke, Collender Company and Paramount-Balaban & Katz Corp., has been named president of Cherry Specialty Company, Chicago. J. A. Hasburg, identified with Cherry Specialty for the past five years, has been named vice president. J. J. Kooman, who has had charge of manufacturing for the company since its inception, was made secretary.



C. F. Strodel

Frank G. Shattuck Company is constructing a beautiful new Schrafft's restaurant in New York, at Madison avenue and 88th street. Located on the store floor of a fashionable apartment building, the new restaurant features unusual interior design and decoration effects. George Stonehill, nationally known mural artist, will create the horizon murals planned for this restaurant. Opening of the new restaurant is expected about Christmas time.

Mrs. Stover's Bungalow Candies is now offering its Denver, Colorado, patrons extra service through the addition of a fine line of cookies to the candy line carried by its store at Gaylord and Colfax avenues.

Edgar B. Hutchins, former president of the National Confectioners Association, died at his home in Fond du Lac, Wis., December 11. Mr. Hutchins was connected with the Bonita Candy Co., Fond du Lac, for many years as general manager, secretary and treasurer, leaving that company in 1932. He was president of the N.C.A. in 1930, vice president in 1928 and 1929, and a member of the N.C.A. executive committee in 1920, 1921, 1926 and 1927.

Following the fire which ruined the plant of the Runkle Company, Kenton, Ohio, as reported in these columns last month, a citizens committee started a drive for funds with which to seek retention of the company as a part of the city's industrial life. The committee made a house-to-house campaign for donations after the chamber of commerce and other organizations endorsed

ENDLESS FEED AND BOTTOMER BELTS



BURRELL TREATED

-Bottomer Belts-

Do Not Absorb Fats or Oils Have Little Stretch Do Not Absorb Moisture Chocolates Do Not Stick

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BANISH FINGERPRINTS

CANDY in process that is too sticky often picks up fingerprints of workers . . . has to be rejected. And such rejects cost you money.

You can end this waste . . . permanently . . . with Sturtevant Air Conditioning. Ask our nearest office how we have helped leading confectioners lick this and related problems. No obligation, of course, so drop us a line today.

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FOR BETTER PRODUCTS AT LESS COST

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SENSATIONAL DEVELOPMENTS for 1940

1. High Glazed Paper Enrobing Belts

(Double Texture, Cloth Bonded Back) Perfect bottoms, smooth as glass, assured. Great tensile strength. Outlast other glazed paper belts or plaques better

2. Candytex Conveyor & Packing Table Belts

(White Glazed Coated)

Fine double innerwoven cotton assuring SMOOTH bottoms. Can be washed and cleaned. Furnished plain, also, Ideal for packing tables and conveyors.

3. White Glazed Enrober Belting

Delivers goods with smooth, even, un-marred finish. Easy to clean, odorless, highly resistant to checking and cracking, unaffected by temperature changes.

Also, Endless Enrober Canvas Belts (plain or treated)— Batch Roller Belts—Caramel Cutting Boards—Special Belts or Belting as you may require, or any other Belts used in the Candy Industry.

> Our prices guaranteed to be the lowest Samples on request

Belting Specialist to the Candy Industry.

BELTING & SPECIALTY CO. Ravenswood at Berwyn Ave.

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1940's black candies of distinction will be made with

COLLOIDAL BLACK

The ultimate in jet-black, pure food carbon coloring.

Richer color, more striking contrast in assortments. Glossier finish. Goes farthest. Clean and easy to use. Fewest return goods from stickiness, spotting, crystal-chipping, or graining.

Not the cheapest, but unquestionably the best. Trial package, post-paid, \$1.00. Complete satisfaction guaranteed, or money refunded.

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New York, N. Y.

resolutions urging every effort to keep the candy manufacturing company, its employing potentiality and its payroll in Kenton.

William A. Millet, former superintendent at C. N. Miller Candy Co., Boston, and before that vice president of the Continental Candy Company of New Jersey, is now connected with James O. Welch Company, Cambridge, Mass., in an executive capacity.

Iodent Chemical Company, Detroit, is now making a liquid center cough drop which is just coming into the market. The interior of the hard candy shell is filled with medicated cough liquid.

Trent Made Schutter Vice President



Paul R. Trent, sales manager for the Schutter Candy Company, has just been appointed vice president and director of sales, according to an announcement by the board of directors of the company. Coincident with the announcement of Mr. Trent's elevation came also the announcement that company offices are being moved to the company's new building at 4720 Augusta boulevard. Chicago.

Paul R. Trent

Paul Sweazea, formerly with the Shotwell Manufacturing Co., Chicago, is now connected with Rockwood & Company's Chicago office.

W. T. Hawkins, former head of Cherry Specialty Co., Chicago, is now associated with Chicago Confectioners, Inc.

W. R. Gillmore, sales manager of M. J. Holloway & Company, Chicago, died recently.

The New England Manufacturing Confectioners Association has definitely decided not to hold a Candy Show in 1940, but indicates there is interest among its membership and the allied trades in a Show for 1941.

Mario Gianini, superintendent of Wallace & Company, Brooklyn, was honored by the Candy Executives Club of New York, recently, when it named its meeting in his honor and presented him with a set of platinum encased pearl studs. Mr. Gianini has been treasurer of the club for a number of years.

Miss Eva Proctor, who for the past nine years has been a member of the office staff of the National Confectioners Association in Chicago, will be married to Mr. Jack Deutch on January 7. The ceremony will take place in Baltimore, where the couple will make their home. Miss Proctor will leave her position with the N.C.A. on December 22.

Here's the answer to a difficult production problem



THE PROBLEM: To increase output and obtain greater fineness while decreasing the cost of labor, time and space.

THE ANSWER: By installing the LEHMANN 912 Refiner (Illustrated).

Because this refiner produces an output and fineness never before attained in a single run... because it is designed and built to do the work of several refiners and do it better... because it operates with minimum power... and because the LEHMANN standard of workmanship guarantees a lifetime of service.

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250 West Broadway, New York, N. Y. Factory: Lyndhurst, N. J.



The Standard for Quality in Machinery since 1834.

We Would Be Pleased to Give You

a Demonstration

EDDINGTON-

(Continued from page 20)

Christmas is essentially a children's season, and the retail manufacturer who keeps this in mind will, I believe, catch a good share of the candy business that is now going to the dime stores. True, it takes some extra effort to develop pieces of special attraction to chldren. In many cases, these specal pieces will perhaps even have to be offered at a loss. But don't forget that when a child takes her dime and goes to the dime store, that child is at the same time being exposed to many other attractive things for Christmas, including candy, which may call for other dimes she has saved up for Christmas. Also, the parents looking for candy for the children are today passing up the retail manufacturer's shop simply because few such shops are now offerng candies with special appeal for children. I am thinking especially of things like clear candy toys, candy on a string (beads), etc. Most candy of this sort has been pushed out of the retail manufacturer's shop, and people are going to the chain stores and dime stores for them, and while they are there, they are also buying their other candies there. Department stores, of course, try to interest this type of candy customer, particularly the larger department stores that can afford to maintain their own candy making de partment. And because of their better sense of merchandising, these stores succeed in building a definite Christmas atmosphere around their candy department, with an appeal for every type of customer. However, even most of such stores fall short of the real goal. I know of only one department store in Chicago which really succeeds in achieving the true spirit of Christmas in its candy department and I infer that the reason for its success along this line is that the management does not fear to go to some expense to achieve it.

However, I maintain that the retail manufacturer's shop is the one where the best opportunity for dramatizing Christmas can and should be done. It takes time, it takes some expense, it takes planning, but above all, it takes a management which has a vivid remembrance of Christmas years ago when more of the true spirit of Christmas prevailed and less of the commercial aspect.

Here are some of the candies we used to see in retail shops years ago. Maybe some of my friends in the business will remember peppermint "bull's eye." I my youth, no Christmas stocking was filled without at least one of these bull's eyes. It consisted of a pulled candy with red stripes, cut into large pieces with the shears. From this same kind of batch came also the so-called "doves," which were also cut with the shears and then hand

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Highest quality hard coconut butters with low and moderate melting points. They give smooth centers and fillings; Even creamings; Delicious consistency. Try them for Caramels, Nougats and general center requirements. ALSO COCONUT AND SOYA BEAN OILS.

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GENERAL DRUG COMPANY
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formed. These pieces were very popular in the old days.

Then there was also the pink and white and chocolate chewing candy. When this was not offered in pans, cracked up, it was wrapped and sold at 5c the piece. We also had something we called "Black Man," which was a molasses candy cooked high, with plenty of butter and a touch of salt. This was thrown out into a black pan and then cracked up with a hammer. Sometimes, too, nuts were put into this batch.

Many of these pieces will bring back, especially to old timers in the candy business, a remembrance of Christmas in their youth. Most of these pieces were inexpensive to make. Yet they are associated with Christmas as we knew it years ago, and certainly, there must be many persons among our older customers and prospects who would be induced to buy this type of thing merely because of the old time sentiment which they recall, the old time scenes of a candy shop window through the half-frosted window and a little old lady in a crisp white apron waiting on customers, the old time remembrance of sneaking off to a cold bed with a piece of candy tucked away in the cheek.

I say the retail shop must get back to some of these old fashioned candies and to the old fashioned idea of making candy for a very definite class of trade. Else the retail shop's value to the buying public will diminish to a point where this type of shop no longer fills the need which brought about its coming into existence in the first place. The retail shop's true place in the picture is as a very good substitute for the kitchen at home, where in former years were made all the candies which a family needed and wanted at holiday time or at other times.

This type of customer has not disappeared from the retail shop's market in the city. There are perhaps more of this type of people in the cities today than there ever were. The answer to the diminishing market for retail store goods, if there is such a diminishing market, lies in the fact that the retail shop has largely forgotten where it fits into the candy market and has attempted to emulate the large commercial manufacturers by featuring not only a great variety of goods, but by attempting to produce its candies on a volume basis instead of sticking to the "home made" idea which brought about its existence and period of greatest prosperity.

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Uniform folds are assured because the wrapper cannot shift or slip... The carrier chain grips the pop firmly by the head, clamping the wrapper to the pop and holding it in position until folding and twisting are completed. Less under-lap is required, thereby saving material. The last fold and twist are sealed by heat. Pops are ejected from the carrier chain onto a chute which carries them outside of the machine.

All operating parts are enclosed in the case of the machine, protected from sugar dust, syrup, etc.

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REVIEW OF 1939 PACKAGES

Best Designs Examined

By Packaging Clinic

THE greatest influence on packages and package design during the past 12 months was the passage of the New Food, Drug and Cosmetic Law with its strict regulations with respect to labeling. This influence has not yet become apparent on candy packages as a whole, but here and there package designs attempting to conform to the new order of things have made their appearance, even though the passage of the later Lea Amendment to the Food-Drug Act postponed the effective date of labeling requirements until January 1, 1940. We may expect to see the greatest changes resulting from the Food-Drug Act requirements on Valentine's Day assortments and Easter goods, for special rulings have been made by the Administration covering particularly the containers most widely used during these two seasons.

It is gratifying to note that there has been a revival in interest in better packages for candy during the past year. The hundred or more packages examined by the Packaging Clinic Board in 1939 and discussed in the February, May, August and November issues of THE MANUFACTURING CONFECTIONER (also in Candy Packaging,) indicate that our Industry as a whole is eager to avail itself of the constructive criticism of its packages through the impartial Clinic. Addition of a re-design service, more recently, indicates also that the analysis of a candy box and its re-design according to modern design principles are of interest not only to the manufacturer whose box has been checked, but to many other manufacturers who may be having problems in properly packaging similar assortments.

Five packages examined by the January Clinic and reported in the February issue were selected as of more than usual interest, either because of design or general get-up. The first was a box of assorted chocolates, telescope box with extension edge top and bottom and white litho paper printed in pale pink and blue. The design included a figure of a woman in colonial dress and a scroll effect on which the slogan was printed. This package represented a re-design incorporating the best features of the old design, but bringing out certain illustrative effects more strongly. The lettering in reverse white against pink was very weak as compared to the lettering on the original box, but the Clinic felt that even this failed to remove anything from the general excellence of the design.

The second box was a fruit and nut assortment of low price and grade in a very outstanding box. The design was modernistic throughout, in gold and running around the box. The illustrations included modernistic line drawings of a pineapple, nuts, cherries, a Hawaiian girl, and other figures. The Clinic felt this was an excellent design, but was disappointed to find such a rich-looking box

used for packing such low-grade, low-priced merchandise. The exterior design would lead the customer to believe that here was unusually good candy in an excellent box; instead, he is disappointed to find in this fine, well-designed package candy that could be bought anywhere for 19c.

Two Valentine's Day heart boxes also received "outstanding" rating. They were both red boxes, wrapped with cellophane and containing colonial scenes, one in full illustration and the other in outline. The design and lettering on the former was the same used on this manufacturer's regular packages, and the Clinic felt that this tie-up between the special box and the manufacturer's line was an excellent idea and was applied with good taste in the case of this Valentine box. The second of the heart boxes also incorporated the same design as used on the manufacturer's regular-line boxes. These boxes ranked with the best Valentine's Day assortments the Clinic had ever examined.

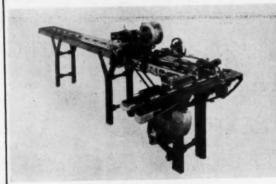
The fifth and final package selected as outstanding by the February Clinic was a retail-manufacturer's Valentine heart box. This was a satin-covered cerise box with satin ribbon tied into a large bow on the top. The lower portion of the box was covered with golf paper. The box top was entirely free from design or illustration of any sort, the only adornment being the ribbon and bow. Of this box, which was filled with dark-coated semi-miniature chocolates, the Clinic said: "This box and its pack have an air of distinction which will attract the better class of trade. Since it is sold entirely through the manufacturer's own outlets, the lack of design or illustration or identification does not detract from its quality and its ability to attract trade. On the contrary, to add printing or some fancy design would be to take from the assortment that air of distinction which the manufacturer planned for it. This is an outstanding package by any standard of measurement."

The April Clinic examined a number of Summer packages, as well as a moulded Easter basket, a chocolate assortment put up in a drawer-box, and a very outstanding package of miniatures produced by a wholesale manufacturer. Of special note was the fact that here for the first time the Clinic was asked to pass judgment on a box on which some of the regulations as to labeling required by the New Food-Drug Act were incorporated.

Beginning with the 12-cornered buff box of minature chocolates produced by the wholesale manufacturer, we find the following description of it: "In a square, pink embossed box tied with blue ribbonzene, a 12-cornered buff box wrapped in moisture-proof cellophane sealed with gold seals. This box, in turn, was tied with three-shaded ribbon. The box is entirely plain, but has several



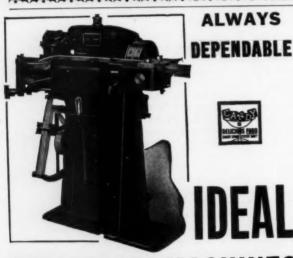
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EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

lines of type, naming the assortment, in the lower right. A pink edge runs completely around the edge.

It was felt by the Clinic that while this box had no specific design, it did express quality by the very absence of illustration, etc. The dignified type at lower right added to the feeling of distinction. Extreme pains were taken to build into this assortment and its container the idea of "class." It is one of the finest packages of its kind to come before the Clinic. There was only one criticism and that was the lack of tie-up between this box and the manufacturer's other goods and other packages.

Another outstanding package examined in April was the Mother's Day box of chocolates and cream candies with a special appeal to children. This inexpensive telescope box covered with cellophane was printed in paster blue and pink. Childish figures carrying bunches of flowers and dressed in Dutch colonial costumes made up the principal design. The Clinic expressed the belief that in this low-priced assortment the manufacturer had achieved the unusual, because the appeal is especially to children wishing to spend their small allowance for something to give Mother on "Mother's Day." It was felt this package would have appeal even for other events, like birthdays, etc.

Two summer assortments which definitely carried the "summery" idea also were included in this group. The first was a foil-covered box in silver, black and green, with the design showing swans swimming on a silver lake, between green lily pads and white flowers. This package contained fruit marmalades, nougats, orange blossoms, coconut bonbons, lime buds, etc. It looked fresh and appealing for summer candy buyers. The second package was a mint assortment which was outstanding because of the quality and the pack of the one-layer set-up. The box itself left much to be desired, yet the Clinic felt that if it were displayed open, it would attract many customers as well as a good deal of repeat

The vanity box was in pink suede with four drawers and bound with a satin ribbon and gold metal or foil bands to keep the drawers with their candy intact. The Clinic though this was a fine novelty box which had especial appeal because of its re-use value. The candy was also of good quality. The only difficulty with this box was the padding placed over the candy in each drawer. This had a tendency to become stuck or caught when one tried to pull out the drawer, and the Clinic suggested these pads be tacked down with cellulose tape or some other means.

The chocolate moulded basket referred to earlier, was filled with wrapped chocolates. The entire basket was wrapped in cellophane and tied with a ribbonzene rosette in green and pink. The Clinic presented this basket as a very attractive though glorified Easter piece, adapted to Mother's Day through the use of a few well-placed stickers and labels. It was a beautiful piece of hand-decorated merchandise, well worth the price asked for it.

The July Clinic meeting examined a variegated and widely different number of packages and containers. These included three outstanding summer packages, one of which was especially remarkable because of the excellence of the candy in a very mediocre box which the artist member of the Clinic re-designed and described in the August issue.

One of the summer assortments was a cellophanewrapped telescope one-layer box covered with litho paper. It had a very smart-looking design printed in light blue on white, consisting of a series of lines spaced closely at top and farther apart as they moved down the

box. The center illustration was a reverse sketch of an old-fashioned vehicle. The style of this box top was particularly appealing because of the use of variouswidth bands of blue between the white lines. The Clinic criticised this package because it contained a very poor grade of candy and it appeared that this excellent box was used to "cover up," or to help move inferior candy which the manufacturer was unable to sell.

Another package selected as outstanding was a tin box assortment of chocolates. It was a circular tin box in a cardboard sleeve. The tin top was lithographed with a chrysanthemum in four colors against a black background. This was one of the most attractive packs the Clinic was privileged to examine this year. Candies included dark and light coated chocolates, nougats, crystallized creams, nut rolls, etc. The light and dark coated pieces combined with the light-colored creams, the two gold-foiled pieces and the cellophane-wrapped nut rol made an unusually attractive pack. The Clinic was unanimous in voting this one of the most attractive pack-

ages of the year.

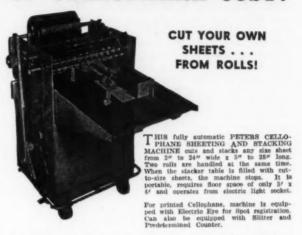
Two other packages commended for their box top designs were a so-called "monogram" assortment and a miniature chocolate assortment, both submitted by the same retail manufacturer. The former was a telescope box with a slight extension edge on the lower portion. It had a rather intricate design in the modern manner. The main panel was of light gold color on which figures of doves, a butterfly and three unidentified scrolls were in reverse white and pink. The lower left corner of this panel led into a brown block on which three letters (the monogram) were initialed in reverse white. The lower left corner of this brown block led into a narrow gold band with reverse white lettering which wandered off the lower right edge of the box top. The Clinic felt that in the main this design was in very good modern taste even though a series of unrelated ideas are tied together through the two panels and the gold band. Colors were considered good and the spacing was such as to prevent the crowding of various ideas, which might easily have resulted in the hands of a less experienced designer.

The so-called "miniature" chocolate package was considered mis-named, inasmuch as the pieces in the assortment were larger than the accepted "miniature" standard. However, the package, again, was commended. It was of greenish buff color, wrapped in cellophane and tied with gold silk cord with black tassels. Above at the left was the name of the assortment in large modernistic lettering. Below this and slightly to the right and running over the bottom edge was a large panel on which were modernistic figures of animals and flowers in white and gold. The Clinic's criticism of this box and its design was directed at the fact that there was nothing in the design to tie it definitely and unqualifiedly to candy; in other words, there was a feeling that it could have been used, as well, for soap, toilet articles, etc.

The July Clinic also examined a shipping container and dispenser for suckers which, it was agreed, was one of the best-designed bulk display boxes for candy suckers the Clinic had ever seen. It was a die-cut corrugated box so cut as to permit the dealer to use it for a counter dispenser. When cut and folded back, the lid becomes a "flag" on which is reverse-printed the name, price, etc. The colors were good and well-distributed on the various panels. Another interesting feature of the pops themselves was the safety stick of pliofilm. Publication of the photo of this package brought several inquiries on these patented pop sticks.

In October, the Clinic viewed several interesting packages, two of which were made the subject of re-design

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recommendations which were published in November. One of the best packages in this group was a miniature assortment from Canada. This was an extension-edge box completely covered with embossed gold metallic foil. It was wrapped in cellophane and secured with gold seals carrying the manufacturer's trademark. The box top was completely covered with an embossed scroll and vine design which twined and intertwined completely around a center panel on which was the manufacturer's trade mark and the name of the assortment. The scroll and vine design was carried down to the side walls of the box, also. Of this the Clinic said: "In this package the Clinic sees a real goal for one or more of our manufacturers to 'shoot at'. There is nothing modern, nothing unusually striking, nothing particularly 'different' about this package. Yet it conveys something to the customer -a silent promise of real quality. And the customer is not disappointed, for the quality of the candy in this package is all that the box promises it to be. A good package for a good product."

Another interesting package was a so-called "gift spoon" assortment. This, of course, is not the manu-facturer's name for it. This was an extension edge box completely covered with gold metallic foil. The top was padded and embossed. The package was wrapped in a



CHRISTMAS STOCKINGS

AND NETTINGS

WRITE FOR SAMPLES AND PRICES

AMES THOMPSON & CO., INC. 112 Prince St. — NEW YORK 125 W. Hubbard St.—CHICAGO

coated cellophane with the coating in white, gold and blue and a reddish tint. The principal design was on the cellophane wrapper itself. At the left was a panel in blue and gold through a cut-out in which the gold of the box showed in the shape of a spoon. The box top carries out this panel design as well as the lettering. The package contained, besides a very nice chocolate assortment, a small dirigold spoon premium. The most interesting part of the package as a whole was the use of coated cellophane which, in the opinion of the Clinic, opens up to designers a new field of "reverse" technique application.

Two attractive packages for lower-priced goods were commended by the Clinic. One of these contained French miniatures, and the other, "dainty" dark miniatures. In the case of the former, a very simple design was used on the box top, consisting merely of three lines of lettering effectively placed on the main panel. On the latter, the use of pink with gold and the style of lettering used carried out the "dainty" idea.

Generally speaking, the quality of design on packages examined this year was better than last year's. There is still great room for improvement, however, and in order to give manufacturers some ideas for improving their packages, the Clinic is now making re-design recommendations. Results from these recommendations so far indicate that manufacturers are ready and willing to incorporate into their packages designs which are illustrated to them and which will bring out the best points of the goods they are packaging.

No Politics or Red Tape in This

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CHICAGO. ILLINOIS



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candles, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candles, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

1939 Candy Clinic Selections

CODE 1G39

Hard Candy Sticks-8 ozs.-25c

(Sent in for Analysis—No. 4337)

Appearance of Package: Good, Each stick wrapped in cellulose.

Size: Good.

Box: Open tray printed cellulose wrapper, blue and white lace edge printed in white. Neat and attractive.

Colors: Good. Stripes: Good. Gloss: Good. Spinning: Good. Flavors: Good.

Remarks: This is the best stick candy of its kind the Clinic has examined in a year. Quality of hard candy and packaging is well done. Cheaply priced at 25c.

Review: We find the quality of stick candy is good in most samples we examine, but the workmanship is not up to standard.

This package was neatly packed and was attractive. Candy was well made and good eating.

CODE 1039

Filled Hard Candies-1 lb.-29c

(Sent in for Analysis—No. 4339)
Appearance of Package: Good.

Box: Blue and red, printed cellulose bag in a folding box. Outside sleeve of chipboard.

Colors: Good.
Gloss: Good.
Flavors: Good.
Shapes: Good.

Centers: Good for this priced hard

This month's Clinic is devoted to a selection of the outstanding packages, bars and assortments which have been analyzed during the past year by this department, From each class of confection examined we have endeavored to choose what, in our opinion, represented the best merchandise offered, taking into consideration the value for the money, quality, workmanship, and appearance. These have been chosen with absolute impartiality and a sincere effort has been made to consider every factor which might logically be considered a determining one. The various Clinic reports have been reproduced just as they have appeared in the original issues.-Editor.

candy.

Remarks: A neat and attractive box of hard candy. Candy was well made and good eating. Care should be taken when bag is put into the folding box.

Review: Most of the hard candies that we examine lack flavor, stripes and spinning are carelessly done and many times do not contain any flavors or flavors that leave a bad taste in in the mouth.

We selected these hard candies as best because they were well made, had good flavors and were neatly packed.

CODE 2B39

Assorted Caramels-1 lb.-39c

(Purchased in a department store, Chicago, Ill.)

Sold in bulk.

Contents: Chocolate nut caramel, vanilla nut caramel. Vanilla nougat and plain vanilla caramel.

Colors: Good.
Texture: Good.
Flavors: Good.

Remarks: One of the best caramels; at this price, that the Clinic has examined this year. Quality is very good at the price of 39c the pound.

Review: We examine many caramels during the year and find some that are good but most of them are anything but caramels.

These caramels had a good caramel taste, good flavors and the texture was just right for good eating.

CODE 2X39

Assorted Salted Nuts-1 lb.-29c

(Purchased in a Brownie Nut Shop, San Francisco, Cal.)

Box: Brown folding box, printed in brown.

Appearance of Box on Opening: Good. Contents: Peanuts, cashews, brazils, pecans and almonds.

Quality of Nuts: Good.

Roast: Good. Texture: Good. Salting: Good. Taste: Good.

Remarks: One of the best salted nut samples that the Clinic has examined for some time. At this price, these nuts are exceptionally cheap. Neatly

Review: Salted nuts are slowly "coming back." A number of new companies are making salted nuts but many samples examined are not up to stan-

These nuts were of the best quality, roasting and salting were carefully

CODE 2W39

Old Fashion Molasses Bar-

1 oz.-5c

(Purchased in a department store, San Francisco, Cal.)

Appearance of Bar: Good. Printed wax paper wrapper.

Size: Good. Color: Good. Texture: Good. Taste: Good.

Remarks: This is the best 5c molasses bar that the Clinic has examined in some time. Well made and had a good molasses flavor.

Review: Molasses bars are still good sellers if made right. We find many that do not taste like molasses.

This bar had a fine mild molasses taste, texture was good and neatly wrapped.

CODE 2D39

Toasted Coconut Marshmallow Bar-About 21/2 ozs.-

No Price Given

(Sent in for Analysis-No. 4343.) Appearance of Bar: Good. Cellulose wrapper, black and silver seal. Size: Good.

Toasted Coconut: Good. Center: Vanilla Marshmallow.

Color: Good. Texture: Good. Taste: Good.

Remarks: One of the best toasted marshmallow bars that the Clinic has examined for some time. Marshmallow is well made and had a good taste. This bar should be a good seller at 5c. Suggest the weight be printed on the wrapper. Most manufacturers who put out a marshmallow bar do not use moisture-proof cellulose; of course, the bar will not stay in good condition unless it is wrapped in moisture-proof cellulose. This bar was in fine condition when received.

Review: There are any number of marshmallow bars on the market and we seldom get a real good one.

This bar was outstanding in quality and the wrapper was neat and attrac-

CODE 3D39

Miniatures—1 lb.—49c

(Purchased in a chain cigar store, New York City) Appearance of Package: Good. Box: Two layer, white printed in brown, cellulose wrapper.

Appearance of Box on Opening: Good. Number of Pieces: 102, one jordan almond, one half dipped brazil.

Coating-Dark. Color: Good. Gloss: Good.

Strings: Good. Taste: Good.

Centers:

Raspberry Jelly: Good. Hard Candy Filled Blossom: Good.

Vanilla Caramel: Good. Vanilla Marshmallow: Good. Nut Nougat: Good.

Chocolate Cream: Good. Filberts: Good. Butterscotch: Good.

Vanilla Cream: Good. Raspberry Cream: Good. Chocolate Caramel: Good.

Coconut Cream: Good. Peanut Cluster: Good. Maple Pecan Cream: Good.

Coffee Cream: Good. Apricot Jelly: Good. Fruit Nougat: Good.

Almonds: Good. Orange Peel: Good. Molasses Chips: Good. Hard Candy Blossom: Good.

Hard Candy Filled Stick: Good. Cashews: Good.

Molasses Plantation: Good. Hard Candy Blossom: Good. Jordan Almond: Good.

One Half Dipped Brazil: Good.

Assortment: Good.

Remarks: This is the best box of miniatures at this price that the Clinc has examined.

Review: Many boxes of miniature chocolates are sent in for us to examine during the year at all prices and in many cases we find price is not a factor.

These miniatures were outstanding in quality, workmanship and packing.

CODE 3C39

Assorted Chocolates—1 lb.—80c

(Purchased in a candy shop, New York City)

Appearance of Package: Good.

Box: Two layer, extension type, light gray color, printed in blue, red and gold, cellulose wrapper.

Appearance of Box on Opening: Good. Number of Pieces: 46 dark coated, 3

foiled. Coating—Dark: Color: Good. Gloss: Good. Strings: Good. Taste: Good.

Centers:

Almonds: Good. Vanilla Caramel: Good. Almond Taffy: Good. Chocolate Nut Nougat: Good. Assorted Nut Taffy: Good. Vanilla Buttercream: Good. Nut Cluster: Good. Butterscotch: Good Coconut Paste: Good. Apricot Nut Jelly: Good.

Filbert Cluster: Good. Orange Peel: Good. Orange Peel Cluster: Good. Brazils: Good.

Chocolate Caramel: Good. Fruit Jelly: Good. Glace Pineapple: Good. Peppermint Cream: Good. Raspberry Cream: Good. Maple Cream: Good.

Caramallow: Good. Almond Nougat: Good. Coffee Cream: Good.

Vanilla Caramel and Jelly: Good, but jelly grained.

Asortment: Good.

Remarks: The best 80c box of chocolates that the Clinic has examined in some time. Box and chocolates are in the one dollar class.

The Clinic has examined many dollar boxes that do not compare to these 80c a lb. chocolates.

Review: We could not pick out the best \$1.00 pound chocolates because none were up to standard so we had to pick the next best box which retailed at 80c the pound.

These chocolates were of the best quality, centers were well made, a good coating was used, flavors were

exceptionally good.

CODE 5B39

Fudge Egg-2 ozs.-5c

(Purchased in New Orleans, La.)
Appearance of Egg: Good. But small looking. Inside foil wrapper, outside printed cellulose wrapper.

Coating: Dark. Color: Good. Gloss: Fair. Taste: Good.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: This is one of the best eggs that the Clinic has examined this year. Well made and good eating.

Review: We picked this 5c egg number as the best in the 5c class because the quality was good. None of the other 5c eggs we examined were of good quality.

CODE 5-H39

Assorted Chocolate Eggs—1c each

(Purchased in a 5 & 10c store, New York, N. Y.)

Appearance of Egg: Good. Printed foil wrapper.

Size: Good.

Coconut: Good for a 1c seller. Cherry: Good for a 1c seller.

Marshmallow: Lacked flavor and was tough.

Remarks: The cherry and coconut eggs were the best 1c sellers we examined this year, the marshmallow egg is not up to standard.

Review: For a 1c Easter number, we picked this as the best. The marshmallow eggs were not good but the creams were of the best in the 1c

CODE 5G39

Easter Egg-1/4 lb.-15c

(Purchased in a chain candy store, New York, N. Y.)

Appearance of Package: Good. Neat and attractive. Full telescope box printed in colors, Bunny scene.

Coating: Dark. Color: Good. Gloss: Good. Taste: Good.

Center: Vanilla Cream coconut.

Color: Good. Texture: Good. Taste: Good.

Remarks: The quality of this egg is outstanding. It is well made, good eating and neatly packed. It is a pleasure to examine candy of this kind. The best coconut egg that the Clinic has examined this year.

Review: For a cream egg in the 5c class, this egg was outstanding, quality and workmanship were of the best. The packing of this egg was well done and egg was in perfect condition when received, most of the eggs we receive are cracked or broken when they reach us.

CODE 5039 Easter Basket-1/2 oz.-5c

(Purchased in a 5 & 10c store,

New York, N. Y.)

Appearance of Package: Good. Chip board basket filled with cut purple wax paper and contained-

1 Chocolate rabbit 2 Cream rabbits

3 Marshmallow eggs

2 Jelly beans. Quality of candy was fair.

Remarks: When we try to figure the profit on an article like this we wonder how this manufacturer stays in business.

Review: Disregarding the profit, we find this is the best 5c Easter novelty we examined this year. Very attractive and neatly packed.

CODE 7D39

Spiced Strings-6 ozs.-10c

(Purchased at a candy stand, Boston, Mass.)

Appearance of Package: Good. Open face printed tray, printed cellulose wrapper.

Size: Good. Colors: Good. Texture: Good. Flavors: Good. Sanding: Good.

Remarks: A good looking 10c package of strings, well made and flavors were exceptionally good for this priced candy. The best spiced strings that the Clinic has examined this year.

Review: This package of strings was picked as the best because of the quality, texture and flavors were of the best. Well packed and attractive looking

CODE 7M39

Assorted Miniature Gum Drops

-1 lb.-25c

(Purchased in a Railroad Station, Chicago, Ill.)

Appearance of Package: Good.

Box: Two layer blue, printed in red and blue, cellulose wrapper.

Appearance of Box on Opening: Good.

Colors: Good. Texture: Good. Sanding: Good. Flavors: Good. Assortment: Good.

Remarks: This is the best box of small gums that the Clinic has examined this year. Gums are well made and good eating, should be a good seller at 25c the pound.

Review: Many packages of gums, etc. are examined during the year and most of them are not good. This package of small gums is the best we have examined for some time, well made, good flavors and neatly packed.

CODE 7I39

Assorted Gum Squares -1 lb.-39c-Sold in bulk

(Purchased in a Department Store, N. Y. C.)

Appearance of Gums: Good.

Colors: Good. Texture: Good Sanding: Good. Flavors: Good.

Remarks: A well made and good eating gum square. Cheaply priced at 39c the pound. One of the best gum pieces that the Clinic has examined this year.

Review: These Gum Squares are the best we have examined for a long time. Most gum squares are tough, tasteless or have the cheapest kind of flavors.

CODE 7L39

Marshmallows-4 ozs.-5c

(Purchased in a Chain Store, San Francisco, Calif.)

Appearance of Package: Good. Purple printed folding box, cellulose wrapper.

Size: Good.

Appearance of Box on Opening: Good. Marshmallows: Color: Good.

Texture: Good. Flavor: Good.

This is the best box of Remarks: marshmallows at this price that the Clinic has examined this year. Very little profit can be realized by the manufacturer at this price.

Review: Most marshmallows are either tough or tasteless. These were well made, had a good eating texture and flavor was very good. Neatly packed.

CODE 8E39

Assorted Chews-1 lb.-19c

(Purchased at Department store,

Chicago, Ill.)
Appearance of Package: Good. Cellulose bag, printed red paper, clip on

Size: Good. Colora: Good. Texture: Good. Flavors: Good.

Remarks: Candy is good eating and should be a good seller at the price.

Review: These chews were the best sample of this type of candy the Clinic has examined in sometime. Makes a good summer number.

CODE 8H39

Assorted Sugared Hard Candy Balls & Sticks-1 lb.-25c

(Purchased in Department store, Chicago, Ill.)

Appearance of Package: Good.

Box: One layer, orange color, gold and blue seal tied with blue grass ribbon, cellulose wrapper.

Appearance of Box on Opening: Good. Colors: Good. Flavora: Good.

Remarks: This should be a good Summer package and a good seller at 25c. Candy is well packed and made a good appearance, package is neatly finished up.

Review: Sugared Hard Candy has become come very popular during the Summer months. This package was of good quality. Most important in this type of candy are the flavors.

CODE 8Q39

Coffee Bon Bons-33/4 ozs.-25c

(Purchased in a Department store, Chicago, Ill.)

Appearance of Package: Good. Size: Good.

Box: One layer, brown printed in dark brown inside tin box.

Each piece is wrapped in a cellulose printed wrapper.

Color: Good. Texture: Good. Flavor: Good.

Remarks: This is the finest coffee hard candy piece that the Clinic has examined in a long time. The light colored piece wrapped in foil had a rancid taste, does not compare with the coffee piece. Package is neatly put up.

Review: This coffee piece is outstanding, is well made, has a very fine coffee flavor, the packaging is different and attractive.

CODE 92639

Nut Nougat Bar-3/4 oz.-5c

(Purchased at a newstand, N. Y. C.) Appearance of Bar: Good.

Size: Small.

Wrapper: Wax paper gold foil and

outside band printed in purple and yellow.

Bar is an undipped nougat bar with a large amount of nuts.

Color: Good. Texture: Good Roast Nuts: Good. Taste: Good.

Remarks: The best nut nougat on the Exceptionally fine eating market. nut nougat. Well made and neatly

wrapped.

Review: For nougat bars this bar is the best the Clinic has examined in a long time. A very well made nougat that was not hard or dry. Very fine eating qualities and the best of ingredients.

CODE 93439

Milk Chocolate Nabisco Bar 13/4 ozs.-5c

(Purchased at a cigar stand, N. Y. C.) Appearance of Bar: Good.

Size: Good.

Wrapper: Inside plain white paper, outside glassine wrapper printed in yellow and blue.

Coating: Good. Center:

Texture: Good. Taste: Good.

Remarks: One of the best cracker bars on the market. Center was crisp and

good eating.

Review: Cracker bars have come and gone, but this bar looks as if it is going to stay if the quality is kept up. A very well made cracker center, had a fine texture and was not too dry.

CODE 9839

Fudge Caramel & Peanut Bar-21/2 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Glassine, printed in blue and orange, inside glassine wrapper. Coating: Light: Good.

Center:

Texture: Good. Taste: Good.

Remarks: There are a number of bars on the market similar to this one and this is one of the best.

Review: There are a large number of these bars on the market, we find them good and bad.

This bar is very well made, of good quality and had a good taste. Many bars of this type have a strong taste and texture is too dry.

CODE 93239 Butter Crackel—21/s ozs-5c

(Purchased in a luncheonette, New York City.)

Appearance of Bar: Good. Size: Good.

Wrapper: Glassine printed in red.

Coating: Dark: Good. Center:

Color: Good. Texture: Good. Molasses:

Flavor: Good.

Remarks: The best molasses sponge bar on the market; well made and had a fine molasses flavor.

Review: This type of bar has always been a popular hard candy bar. While there are a number on the market, this bar is best in quality and workmanship.

CODE 9939

Milk Chocolate Coconut Bar-21/4 ozs.-5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Cellulose printed in gold and red, inside brown wrapper.

Coating: Light: Good. Center: Coconut Paste.

Color: Good. Texture: Good. Taste: Good.

Remarks: The Clinic has examined this bar a number of times and always have found it the same, the best coconut bar of its kind on the market.

Review: Coconut bars are always a good seller if made right.

This bar has been examined by the Clinic many times and we always find it outstanding as a coconut bar, very good quality and good eating.

CODE 93339

Peanut Bar-2 ozs.-5c

(Purchased at a cigar stand, New York City)

Appearance of Bar: Good.

Size: Good.

Wrapper: Yellow, printed in red and blue, inside printed wax wrapper.

Texture: Good.

Peanuts: Well roasted.

Taste: Good.

Remarks: The best bar of its kind on the market, well made and well protected from weather conditions.

Review: We find a large number of peanut bars on the market that are fair. This bar is outstanding in quality and the wrapping is exceptionally good for protection from the hot weather.

CODE 10939

Toffee in a Canoe-10 pieces-5c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Size: Good.

Toffee is wrapped in colored wax wrappers and stood up in a light board canoe, printed in colors.

Toffee:

Color: Good. Texture: Good. Taste: Good.

Remarks: This is the best 5c novelty that the Clinic has examined this year. Very attractive and well planned for a 5c novelty, candy is well made. Review: For small packages, we have very little choice as most of them are not up to standard.

For a novelty package this is outstanding, the planning and packing of this novelty was very well done.

CODE 101039

Hard Candy Pops-41/2 ozs.-10c

(Purchased in a drug store, Chicago, Ill.)

Appearance of Package Good:

Size: Good.

Box: Folding, playtime scene in colors, cellulose wrapper.

Colors: Good. Flavors: Good.

Remarks: A neat and attractive box of Pops, cheaply priced at 10c. The best package of Pops that the Clinic has examined this year at this price.

Review: This Pop package was very attractive. Packing was well done and at this price we find it the best of its kind that we have examined.

CODE 10239

Chocolate Peanut Butter Cups-13/4 ozs.-5c

(Purchased in a drug store, Boston, Mass.)

Appearance of Packet: Good.

Size: Good.

5 Paper cups containing light chocolate and peanut butter wrapped in a gold and red cellulose wrapper.

Chocolate: Light. Color: Good. Gloss: Fair. Taste: Good.

Center: Peanut Butter: Good.

Remarks: A good eating piece of chocolate and peanut butter. One of the best packets the Clinic has examined for some time.

Review: This packet was new, candy was different and good eating. Suggest it be watched very carefully as peanut butter will turn rancid. When we examined the packet the peanut butter had a fine fresh taste.

CODE 11W39

Peanut Butter Blossom-1/16 ozs.—lc

(Purchased in a candy store, New York City)

Appearance of Piece: Good. Bag printed in brown and yellow.

Size: Good.

Coating: Light: good for 1c seller. Center:

Texture: Good. Taste: Good.

Remarks: This is one of the best 1c sellers that the Clinic has examined this year. Well made and good eating.

Review: In this class of 1c sellers, this piece is the best, very well made and a different kind of wrapper, neat and attractive.



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CODE 11U39

Butterscotch-1/2 oz.-1c

(Purchased in a lunch room, New York City)

Appearance of Piece: Good. Printed outside paper band, inside wrapper of wax paper.

Size: Good.
Color: Good.
Texture: Good.
Flavor: Good.

Remarks: The best 1c butterscotch piece that the Clinic has examined this year. Piece is well made and had a fine butter taste.

Review: For Butterscotch pieces this piece is the best at 1c. Well made, wrapper neat and attractive.

CODE 11H39

Chocolate Panned Caramels— 2 ozs.—5c

(Purchased at a news stand, Boston, Mass.)

Appearance of Package: Good.

Size: Good.

Container: Folding box — Yellow printed in red, cellulose window.

Coating: Good.
Panning: Good.
Texture: Good.
Flavor: Good.
Center:

Color: Good.
Texture: Good.
Flavor: Good.

Remarks: Something new in a caramel piece, well made and of good quality, should be a good 5c seller.

Review: We receive many samples of chocolate panned caramels, raisins, etc. This piece is outstanding as a chocolatae panned piece, good eating and of good quality.

CODE 11S39

Assorted Hard Candy Drops

-3/4 oz.-1c

(Purchased at a cigar stand, N. Y. C.)

Appearance of Package: Good.

Size: Good.

Drops are wrapped in wax paper then foil and outside printed paper band.

Colors: Good.

Flavors: Good.

CANDY

Remarks: A neat and attractive package of hard candy drops, almost as large as a 5c package. The profit, if any, no doubt, is very small for the manufacturer.

Review: This lc package of Hard candy drops is outstanding, while we cannot see how the manufacturer can make a living profit, we pick this as the best of its kind in the lc class.

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CODE 11J39

Chocolate Panned Raisins— 1¹/₄ ozs.—5c

(Purchased in chain drug store, Chicago, Ill.)

Appearance of Package: Good.

Size: Good.

Coating: Light: Good.
Raisins: Large size.
Texture: Good.
Flavor: Good.

Remarks: The best 5c package of panned raisins that the Clinic has examined this year, well made and good eating.

Review: Most panned raisins are small and dry, these raisins were large and soft. Very good eating, and of good quality.

CODE 11D39

Chocolate-Coated Chewabout 1 oz.—lc

(Purchased at a candy stand, San Francisco, Cal.)

Appearance of Piece: Good.

Size: Good.

Wrapper: White printed in yellow and red.

Coating: Fair. Center:

Color: Good.
Texture: Good.

Texture: Good.
Flavor: Good.

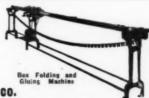
Remarks: A good eating 1c chew. Piece is well made.

Review: For a 1c chew piece, we find this the best. The quality was outstanding for a 1c piece in this chew.

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FOR SALE: One Package Machinery Automatic Cough Drop Packing and Wrapping Equipment. For further details write G7395 c/o The Manu-FACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

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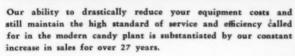
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MACHINERY WANTED

WANTED TO BUY: Foregrove Foiling Machine, 15 outlet pump for standard automatic wood mogul. State age, condition and lowest cash price. Send list of other machinery. No dealers. O. E. Segrin. P. O. Box 505, Trenton, New Jersey.

WANTED: Quantity No. 1 Panay Display Jars together with moisture regulating pads and holders. Address K11394 c/o The Manufacturing Confectioneb, 400 W. Madison St., Chicago, Ill.

WANTED TO BUY: Late model Bostonian Hand Roll Machine, in perfect condition. Brecht Candy Co., Denver, Colorado.

WANTED: Cherry Dropper — give full particulars. Address J10392 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED

HELP WANTED: Candy Maker with ideas. Must have broad experience, suckers, hard candy and pan work and be able to develop new lines. Exceptional opportunity with responsible Chicago manufacturer. Address H8395 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

HELP WANTED: Pan man wanted who can handle large department making all kinds of pan goods including chocolate work. State experience, age, names of previous employers. Salary expected. Address K11395 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED: Man wanted as assistant to owner of candy factory to help develop new items. In reply give history, remuneration expected and age. Address K11391 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED

HELP WANTED: Sales Manager wanted: Confectionery manufacturer wants a man with merchandising ability and ingenuity in developing new ideas in confections, and who is acquainted with the most important confectionery buyers and has experience and ability in organizing, supervising and getting results out of salesmen selling jobbers and chain stores only. Manufacturer distributes products nationally but no advertised brands. Has good reputation. Excellent value in products at popular prices. Principle products, hard and filled confections and suckers. Application treated confidential. The more complete your information covering the past eight years the more quickly we can determine your eligibility. Compensation attrac-Position permanent. Address L12391 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

HELP WANTED: Sales Manager wanted for New England manufacturer who is capable of developing line and sales organization for jobbers. Real opportunity for right man. Advise experience, age, salary expected. Address K11392 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED: Candy Maker for small wholesale and retail manufacturer, desires services of a highly qualified man, maker of quality products. Address J10395 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITIONS WANTED

POSITION WANTED: Thoroughly experienced candy maker and production superintendent desires change. Makes all types of confections and possess many fine and exclusive formulas. Has worked in large plants continuously but would consider opportunity to accept working interest in small company as part pay for services. Address L12392 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED

POSITION WANTED: Retail and wholesale candy maker of broad experience, age 36, desires a connection as a working superintendent in a progressive retail store or medium size factory. Have creative ability. Can supervise help efficiently, figure costs and produce the finest of confections. Have also a knowledge of ice cream production and kindred products. Employed at present. Will go anywhere, Address J10397 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Foreman or assistant superintendent. My experience of 18 years covers the practical making of creams, gums, marshmallow and the general line of chain store items. I have been a foreman in several of the large plants and understand costs and heavy production. I have had practical retail experience for several years as a foreman and candy maker. Can furnish good references as to character and ability. Age 39. Married. Address 19391 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: A department foreman desires a position with a reliable firm in soft goods department. I have had 22 years experience on high grade package line, specializing in creams, jellies, caramels, nougat, coconut, and various other soft candies. Can handle help to an advantage and get production at low cost. Prefer Middle West or the Pacific Coast. Address 19392 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Wanted to help manufacturer to improve conditions in plant, production, reducing cost as well as assisting in generally improving products. Fully experienced man available for any length of time, anywhere, on fee basis. Address K11396 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

THE MANUFACTURING CONFECTIONER



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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



POSITIONS WANTED

POSITION WANTED: By a thoroughly experienced Superintendent with twenty-five years of actual experience in a general line of confections; have executive ability and a creative knowledge. Now employed by a large Eastern firm but wish to make a change. Adress K11398 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: A practical manager and superintendent for candy, bakery, culinary, ice cream and soda fountain with thirty years of consecutive service is the business. Highly efficient in chain store operation. Can furnish best of references. Age 55. Address K11397 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: High type man with exceptionally sound and well grounded experience of 20 years in sales promotion, business management, and manufacturing desires new connection. Personable and aggressive as occasion demands, with modern viewpoint and ideas. Successful record. Moderate salary acceptable with right opportunity. Responsible business and personal references assured. Confidential. Address K11399 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Chemist Ph. D.; 15 years international experience; formerly connected with one of America's largest chocolate concerns as chief chemist. Specializing in chocolate flavoring; capable of working out new items and ideas. American citizen. Married. 37 years of age. Best references. Available immediately. Address K11393 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: First class enrober man now available with 20 years experience. One who can produce quality and quantity. Five years in cream dept. Will go anywhere. Address 19394 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITIONS WANTED

POSITION WANTED: First class all around candy maker wishes to connect with some small modern wholesale concern or retail store. Thoroughly experienced in high class work. Line consists of hand rolls, nougats, caramels, marshmallows, cast creams, etc. and complete line of counter goods. Employed at present. Age 32. Married. Willing to go anywhere. Address H8397 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III

POSITION WANTED: Pan foreman desires change. 25 years experience in pan line, working with leading factory in middle west. Expert in chocolate pan work. Steam and cold grossing, also finishing and polishing, general line of pan work. Best of references. Sample of my work if requested. Address C3392 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED: A highly experienced superintendent seeks a position in a large candy factory in the U. S. Served in various capacities: Purchasing; analysis of all raw materials; time studies; production control and organization; cost accounting; formulaes; open fire and steam cooking. Managed factories for Charles Cabos; Koestlin and Heller in Vienna. Reorganized factories and placed them in a position to make profits. Controlled operations of one thousand employees. Salary immaterial. Opportunity to reestablish self of prime importance. Will go anywhere. Ignatz Bernstein. c/o Falek, 3881 Broadway, New York, New York.

WANTED: Position as Forelady. Twenty years' experience in one factory, overhand wrapping, machine wrap, packing and icing, also handling a mogul and capable of handling any department; have had some experience in candy making. Can give the best of references. Address A1399 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

POSITIONS WANTED

POSITION WANTED: Enrober foreman. Does your enrober line need dressing up? Don't you get maximum production with fine gloss and long shelf life? Does your coating percentage vary? Is the machinery required kept in top shape? Does your line need the new home made design applied by one girl with no extra cost? If so, I am your man. I understand chocolate from bean up, making, enrobing and panning. Have been in charge of some of the largest departments in U. S. A. where efficiency and production counts. American, age 39, go anywhere. Address H83913 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: First class all around candy maker. Well versed in wholesale and retail lines. Can instruct and handle help efficiently, revamp old lines and create new items American. Married, sober and reliable. Over thirty years experience in making all types of candies with concerns where efficiency and production counts. Would appreciate hearing from a concern where a future is guaranteed. Address F6393 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

SALES REPRESENTATIVES

SALES REPRESENTATIVE: Available January 1. Salesman for Pacific Coast. Acquainted with jobbing and chain store buyers. Write Advertising Arts Agency, 510 S. Spring St., Los Angeles, Calif.

SALES REPRESENTATIVE: Reliable salesmen for our New Chocolate Tom and Jerry and Fudge Specialties. The Max Glick Company, Cleveland, Ohio.

SALES REPRESENTATIVES: Established agents wanted to represent Canadian manufacturer of a line of English Cough Lozenges. State territory covered, method of selling and references. Apply Robert Watson Co., Limited, 363 Sorauren Avenue, Toronto, Canada.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



SALES REPRESENTATIVES

WANTED:Sales representatives for Pennsylvania, Maryland and Illinois with a following among Jobbers, Wholesale Grocers, Department Stores, and Chains, experienced in selling popular priced, fancy package line. Can be handled along with other nonconflicting line. Straight commission. Write giving full particulars. Address F6394 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Illinois.

SALESMAN WANTED: Michigan, Ohio, Indiana, Kentucky, Tennessee. Complete line penny staples, novelty items and specialties in candy and chewing gum. Salesman wanted full time basis only, no brokers. Moderate weekly advance against commissions. State fully past and present connections, references, age, etc. Permanent opportunity for aggressive salesmen with established company. Address 19395 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

REPRESENTATIVES WANT-ED: Eastern or national jobbers for packaged and bulk goods specializing in sales to quality department stores, drug stores, gift shops and groceries. Southern manufacturer with present exhibit at N. Y. World's Fair wishes to increase its distribution on quality and bulk packaging. Unusual opportunity packaging. for righ type representation. Former eastern representation has been direct through large outlets in metropolitan New York. Please write full details and territory covered to H8399 c/o The Manu-FACTURING . CONFECTIONER, 400 W. Madison St., Chicago, Ill.

New York Importer and Manufacturer of essential oils-aromatic chemicals-flavors and perfume bases has some good territory open to experienced representatives. Write full details. Address L123910 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

LINES WANTED

LINES WANTED: Salesman covering Pennsylvania excluding Philadelphia is open for a short line or outstanding specialties on commission basis. Fifteen years experience and very large following with confectionery jobbers. Address L12396 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

LINES WANTED: Active recognized New England broker desires for 1940 general candy line strong on quality penny goods. Immediate volume business assured. Address L12394 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

LINES WANTED: Representing leading established eastern coating cocoa manufacturer, Los Angeles, Calif. Territory. Want another good account sell same trade. Particulars furnished. Address J10394 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED: Representation of general line or specialties in Chicago area. Will handle as side line or devote full time if proposition is attractive. With my long experience in candy field can put over your line if you are not satisfied with present results. Address 19399 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED: Representative lines or outstanding specialties on brokerage basis for Alabama, Georgia, and Tennessee by experienced confectionery salesman. Address H8394 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago, Ill.

MISCELLANEOUS

WANTED

Discontinued CELLOPHANE

BAGS, WRAPPERS, SHEETS AND ROLLS PRINTED OR PLAIN

Highest Prices Paid
Send Samples and Inventory

Diamond Cellophane Products

Harry L. Diamond
"The Cellophane Man"

1411 So. Michigan Ave. Chicago, III.

WANTED TO BUY: Going business supplying materials to confectionery manufacturing trade. Large progressive manufacturer now selling to allied industries is interested in entering the confectionery material field. Wants to buy outright a sound reputable organization selling materials to manufacturing confectioners, which have a ready acceptance and steady demand. Interested in dealing only with principals and with a company enjoying a good standing in the confectionery industry. In replying give full details as to history of the company, products, equipment, etc. Address Box 19393 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CANDY FACTORY FOR SALE:

Or lease to responsible party. Capacity 15,000 to 30,000 pounds daily. Package, bulk and bar goods. Address H83911 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WILL SELL or rent all or half interest in a small (50x50) well equipped candy factory in Racine, Wisconsin. (No competition). Equipped with refrigeration. Established 38 years and good business. Adapted for wholesale or retail manufacturing. Address H83914 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

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The Town house



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